for concern in this case than there might have been in *AT&T/MediaOne*, where the Commission found no threat to competition. Moreover, in practice, Gemstar has not been the default EPG for the DTH systems in which News Corp. holds an interest – for example, BSkyB uses a different EPG product. Thus, as in *AT&T/MediaOne*, there is no basis for concern over an EPG/MVPD affiliation in this case.

#### D. Other Issues

Finally, there are no competitive harms arising from the transfer of control over the non-DBS businesses that Hughes controls. News Corp., which will be Hughes' largest shareholder once the transaction is consummated, does not provide the types of services that either PanAmSat or HNS provides. Indeed, in *EchoStar/Hughes*, the Commission concluded with respect to PanAmSat that the transfer of control of PanAmSat to New EchoStar was "unlikely" to "create any harms in the FSS and MVPD markets":

First, because EchoStar today does not own any FSS satellites, the transaction does not increase the concentration in the FSS market. Second, PanAmSat is already under common control with a DBS provider – DirecTV – and the proposed transaction would not change that situation. 112

This same reasoning applies to the transaction proposed in this case as well. PanAmSat's new ownership structure will neither increase FSS concentration, nor will it raise any prospect of competitive harm in the MVPD market. 113

For similar reasons, the transfer of control of HNS raises no specter of competitive harm. News Corp., which is acquiring the most significant portion of new

<sup>112</sup> EchoStar/Hughes, 17 FCC Rcd. at 20660.

As discussed in footnote 66, *supra*, any potential effects of the transaction outside the United States are not relevant to the Commission's analysis.

ownership in Hughes, does not directly compete in the same manufacturing or satelliteservice sectors as HNS. But the complementary nature of the News Corp.'s satellite and technological expertise, as well as the energy and capital access that News Corp. will bring to bear on the Hughes businesses, will yield only more and enhanced public benefits for the businesses and consumers that HNS serves.

#### VI. REQUEST FOR WAIVER OF THE APPLICATION CUT-OFF RULES

In connection with the approval of this transaction, the parties respectfully request that the Commission waive the application of its "cut-off" rules with respect to all pending applications filed by Hughes or its subsidiaries (including PanAmSat) for additional space station authorizations, to the extent that those applications have been the subject of an FCC cut-off notice prior to the closing date. 114

Section 25.116 of the Commission's rules provides that any pending application will be considered "newly filed" and therefore may lose its place in a processing round if it is modified by a "major amendment" – including an amendment that specifies a substantial change in beneficial ownership or control of the applicant. An amendment will not be deemed a major amendment, however, if it reflects a change in ownership or control that the Commission determines is in the public interest and the Commission grants an exemption from the cut-off date. The Commission has traditionally granted

Attachment H hereto provides a consolidated list of pending applications filed by the Hughes and its subsidiaries.

<sup>&</sup>lt;sup>115</sup> See 47 C.F.R. § 25.116(b).

<sup>116</sup> Id. at § 25.116(c)(2).

such exemptions where the proposed transaction will serve a legitimate business purpose and will serve the public interest. 117

As described throughout this Application, the proposed transaction serves a legitimate business purpose. By adding authorizations to provide DBS service in the U.S. market and telecommunications services around the world to the subscription television platforms in which News Corp. has an interest, the transaction will enhance the combined enterprise's global service capabilities, allowing it to compete more effectively and efficiently with other MVPD service providers. The transaction involves – indeed, it is primarily focused on – operational satellites. Moreover, the applications currently pending are an integral part of Hughes' expansion plans that were announced well before this proposed transaction and are essential to the continued competitiveness of its businesses. Under these circumstances, there can be no question that the transaction serves an independent business purpose and was not entered into for the purpose of acquiring the pending applications. For these reasons, the Commission should exempt all currently pending applications filed by Hughes and its subsidiaries from any applicable cut-off rules.

In addition, the parties to this Application may hereafter file additional applications, or have currently pending applications granted, during the Commission's consideration of these applications and the period required for consummation of the transaction following approval (the "Interim Period"). Accordingly, the parties request that the grant of the transfer applications include authority for News Corp. to acquire

See, e.g., GE/SES, 17 FCC Rcd. at 17597-98; DirectCom Networks, Inc., 16 FCC Rcd. 14287, 14292 (Int'l Bur. 2001).

GE/SES, 17 FCC Rcd. at 17598; Loral Space and Comm. and Orion Network Systems, 13 FCC Rcd. 4592, 4599 (Int'l Bur. 1998).

control over all: (1) authorizations issued to Hughes or any of its subsidiaries during the Interim Period; (2) construction permits held by such companies that mature into licenses during the Interim Period; and (3) applications that are filed after the date of this application and are pending at the time of consummation of the proposed transfer. The grant of such authority would be consistent with prior Commission precedent. <sup>119</sup>

#### VII. CONCLUSION

The proposed transaction will enhance the ability of Hughes and its subsidiaries to meet the needs of American consumers, thereby increasing the company's ability to compete effectively with incumbent MVPDs. It will serve the public interest and promote the pro-competitive policies embodied in the Communications Act and the Commission's rules, without creating any public interest harms. For the foregoing reasons, the parties respectfully request that the Commission grant this Application promptly and provide for any other authority that the Commission finds necessary or appropriate to enable the parties to consummate the proposed transaction. The parties also request that the Commission designate this Application as a permit-but-disclose proceeding under 47 C.F.R. § 1.1206.

See, e.g., AOL/Time Warner, 16 FCC Rcd. at 6678; AT&T/TCI, 14 FCC Rcd. at 3234-35. Following closing, Hughes and its subsidiaries will amend all then-pending applications filed by them to reflect the new ownership structure.

## Respectfully submitted,

#### THE NEWS CORPORATION LIMITED

By: /s/
William M. Wiltshire
Scott Blake Harris

HARRIS, WILTSHIRE & GRANNIS LLP 1200 Eighteenth Street, N.W. Washington, DC 20036 202-730-1300

Counsel for The News Corporation Limited

# GENERAL MOTORS CORPORATION AND HUGHES ELECTRONICS CORPORATION

By: \_/s/

Gary M. Epstein James H. Barker John P. Janka

LATHAM & WATKINS LLP 555 11<sup>th</sup> Street, N.W. Suite 1000 Washington, DC 20004 202-637-2200

Richard E.Wiley Lawrence W. Secrest III Todd M. Stansbury WILEY REIN & FIELDING 1776 K Street, N.W. Washington, DC 20006 202-719-7000

Counsel for General Motors Corporation and Hughes Electronics Corporation

Dated: May 2, 2003

MB 03-124

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# Before the FEDERAL COMMUNICATIONS COMMISSION Washington, D.C. 20554

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# CONSOLIDATED APPLICATION FOR AUTHORITY TO TRANSFER CONTROL

ATTACHMENTS--VOLUME I

ATTACHMENTS TO NARRATIVE APPLICATION

# **ATTACHMENT A**

CONSOLIDATED APPLICATION FOR AUTHORITY TO TRANSFER CONTROL List of FCC Licenses and Authorizations Controlled by Hughes Electronics Corporation

The following table lists all of the satellite space station authorizations controlled by Hughes Electronics Corporation by licensee, service, and call sign.

SATEL	LITE SPAC	ESTATION AUTHORIZATION	S' Taylar III
LICENSEE	SERVICE	CALL SIGN	LOCATION
DIRECTV	DBS	DBS8402 (DIRECTV 1)	110° WL
Enterprises, LLC		S2369 (DIRECTV 1R)	101° WL
		DBS8402 (DIRECTV 2)	101° WL
		DBS8402 (DIRECTV 3)	Storage Orbit*
		S2430 (DIRECTV 4S)	101° WL
		S2417 (DIRECTV 5)	119° WL
		DBS8804 (DIRECTV 6)	119° WL
Hughes Network	FSS	S2132 (Spaceway)	101° WL
Systems, Inc.		S2133 (Spaceway)	99° WL
		S2185 (Spaceway)	49° WL
		S2187 (Spaceway)	101° EL
		S2188 (Spaceway)	111° EL
		S2190 (Spaceway)	25° EL
		S2191 (Spaceway)	103° WL
PanAmSat Licensee	FSS	S2368 (a/k/a PAS-1R)	45° WL
Corp.		PAS-2R	43° WL
	]	PAS-4	169º EL
		CS91004 (a/k/a PAS-5)	166° EL*
		PAS-6	72° EL
		PAS-8	43.4° WL
		S2359 (a/k/a PAS-8B)	43° WL
	ļ	PAS-9	26.15° EL*
		S2229 (a/k/a PAS-21)	68.5° EL**
		S2380 (a/k/a PAS-23)	58° WL
		S2382 (a/k/a PAS-24)	68.5° EL
		S2131 (a/k/a GALAXY I-R(S))	133° WL
		S2128 (a/k/a GALAXY III-R)	74° WL*
		S2381 (a/k/a GALAXY III-C)	95° WL
		S2377 (a/k/a GALAXY IV-R)	99° WL
		GALAXY V	125° WL**
		GALAXY VIII(i)	95° WL

SATEL	LITE SPAC	E STATION AUTHORIZATION	S的可能用品牌的企业。
LICENSEE	SERVICE	CALL SIGN	LOCATION
		S2146 (a/k/a GALAXY IX)	127° WL
		S2378 (a/k/a GALAXY X-R)	123° WL
		S2253 (a/k/a GALAXY XI)	91° WL
		S2422 (a/k/a GALAXY XII)	74° WL
		KS39 (HGS-5, f/k/a SBS-4)	77° WL***
		SBS-6	74° WL**
USSB II, Inc.	DBS	DBS8107	101° WL
		DBS8107	110° WL

The following table lists all of the satellite earth station authorizations controlled by Hughes Electronics Corporation by licensee, type, class, and call sign.

SATELLITE EARTH STATION AUTHORIZATIONS			
LICENSEE	TYPE	CLASS	CALL SIGN
California Broadcast Center, LLC	Transmit/Receive	Fixed	E010237
			E020091
DIRECTV Enterprises, LLC	Transmit/Receive	Fixed	E010129
			E010130
			E020172
			E930191
			E950349
			E980285
			E980338
			E980340
			E980473
			E990159
	Transmit/Receive	Temporary	E990545
	Transmit Only	Fixed	E930229
			E930304
	Receive Only	Fixed	E950423
			E950424
			E980170
			E980341
DIRECTV Latin America, LLC, Debtor-in-Possession	Transmit/Receive	Fixed	E990232
Hughes Communications Satellite	Receive Only	Fixed	E960001
Services, Inc.			E970079
			E970094

SATELLITE EAR	THE STAUTON ALE		)NS in the comment
LICENSEE	TYPE	CLASS	CALL SIGN
Hughes Network Systems, Inc.	Transmit/Receive	VSAT	E000166*
			E030007
	- - - -		E880787*
			E880788*
			E880789
			E881110*
			E881111*
			E881112
			E890426
			E890427*
			E890428*
			E890628*
			E890629*
			E890630
			E891001
			E891002
			E900192*
			E900682
			E940455
			E940460
			E950471*
			E950472*
			E950473*
			E970067
			E990170*
	Transmit/Receive	Fixed	E020241
			E020242
			E030004
			E030005
			E030006
			E880970
			E881109
			E890627
			E900013
			E910612
			E940478
			SES-STA-
			20021101-
			01942**

SATELLITE EAR	TH STATION AU	FHORIZATIO	NS MALE LANGE
LICENSEE	TYPE	CLASS	CALL SIGN
	Transmit/Receive	Temporary	E861092
			E873438
Hughes Network Systems	Transmit/Receive	Fixed	E000362
Limited			E010187
			E020195
			E020205
			E020206
			E020207
			E020208
PanAmSat Licensee Corp.	Transmit/Receive	Fixed	E000048
			E000049
			E000063
			E000274
			E000363
			E000364
			E000488
			E010019
			E010112
			E010113
			E010131
			E010133
			E020309
			E030012
			E4132
			E7465
			E881286
			E881304
			E890530
			E900089
			E920340
			E920377
			E930088
			E940333
			E940368
			E940532
			E950267
			E950307
			E950502
			E950508

SATELLITE EAR	TH STATION AU	THORIZATIO	NS LANGER WAS
LICENSEE	TYPE	CLASS	CALL SIGN
			E970352
			E970391
			E970392
			E980460
			E980467
			E980501
			E980502
			E980503
			E990024
			E990091
			E990092
			E990093
			E990214
			E990223
			E990224
			E990323
			E990334
			E990363
-			E990364
			E990365
			E990433
			KA244
			KA245
			KA391
			KA450
			KA71
	Transmit/Receive	Fixed	E2178***
			E3943***
			E860175***
			E900621***
			E900757***
			KL92***
	Transmit/Receive	Temporary	E010118
			E010280
			E990055
	Transmit Only	Fixed	E950067
			E970051
·	Receive Only	Fixed	E010334
			E970080

SATELLITE EAR	TH STATION AU	THORIZATIO	NS CHERO BROWN INC.
LICENSEE	TYPE	CLASS	CALL SIGN
USSB II, Inc.	Transmit Only	Fixed	E930485
	Receive Only	Fixed	E930437

The following table lists all of the terrestrial wireless authorizations controlled by Hughes Electronics Corporation by licensee, service, and call sign.

TERRESTRIAL WIRELESS AUTHORIZATIONS			
LICENSEE	SERVICE	CALL SIGN	
DIRECTV, Inc.	IG	WPTZ691	
Hughes Electronics Corporation	AC	21AM <sup>‡</sup>	
	MG	WNEU909	
Hughes Network Systems, Inc.	IG	WPVW320	

Hughes Electronics Corporation no longer controls any Section 214 authorizations. PanAmSat Carrier Services, Inc. previously held inactive Section 214 authorizations under file numbers ITC-214-19980102-00004/ITC-98-052, I-T-C-93-236, and I-T-C-95-579, and PanAmSat Communications Carrier Services, Inc. previously held authorizations under file numbers I-T-C-85-221 and I-T-C-85-069. However, on April 23, 2003, these entities notified the Commission of discontinuance of service under those authorizations.

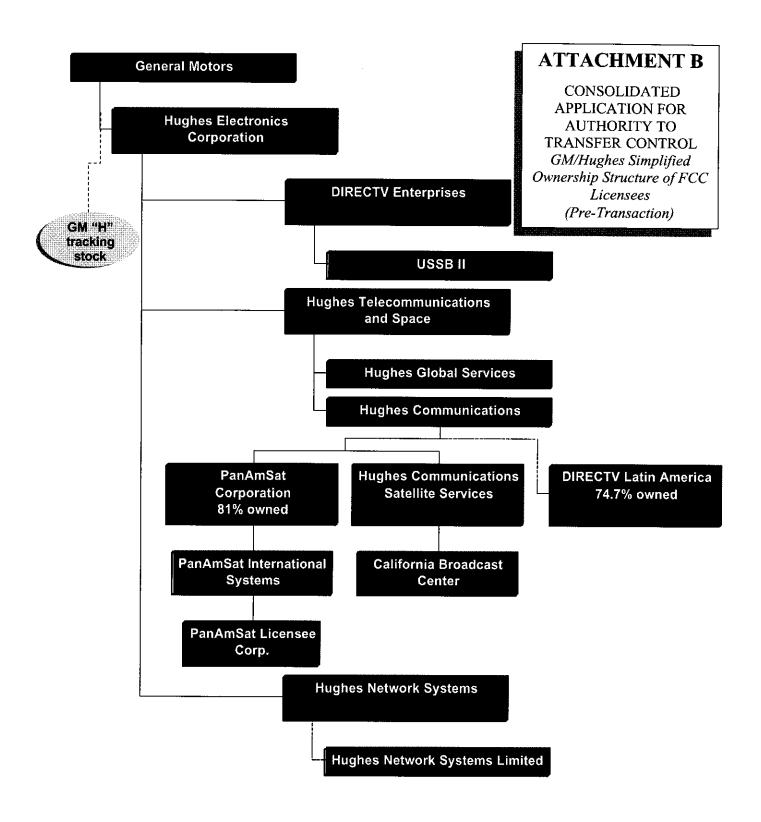
<sup>\*</sup> The Commission has granted an STA to operate these stations at modified parameters or orbital locations.

<sup>\*\*</sup> These stations are operating pursuant to STA.

Denotes common carrier status. On April 17, 2003, PanAmSat Licensee Corp. filed applications for modification to convert these licenses from common carrier status to non-common carrier status. See IB File Nos. SES-MOD-20030425-00533 through SES-MOD-20030425-00537.

An application is pending for *pro forma* assignment of this authorization from Hughes Global Services, Inc.

<sup>&</sup>lt;sup>‡</sup> A new application is being submitted for this call sign because aviation licenses do not transfer.



- Blue denotes holders of authorizations for which transfer of control is sought.
- Certain intermediate entities have been omitted

# **ATTACHMENT C**

CONSOLIDATED
APPLICATION FOR
AUTHORITY TO
TRANSFER CONTROL

The News Corporation Limited Simplified Ownership Structure (Pre-Transaction)

# The News Corporation Limited

# Fox Entertainment Group 80.6% owned

# British Sky Broadcasting 36.2% owned

# Star Television 100% owned

# Sky Italia 80% owned

# Sky PerfecTV 8.1% owned

# Sky Brasil Servicos Ltda. 36% owned

Innova, S. de R.L. de C.V. 30% owned

Gemstar-TV Guide International, Inc. 42.9% owned

# NDS 79% owned

## The News Corporation Limited Principal Ownership List

The following table lists the names, address, and citizenship of stockholders owning of record and/or voting 10 percent or more of The News Corporation Limited's stock and the percentages so held.

PRINCIPAL O	Wnership of the news (	ORPORATION	LIMITED
OWNERS	ADDRESS	CITIZENSHIP	%
K. Rupert Murdoch	1211 Avenue of the Americas	United States	16% equity
	New York, NY 10036		30% voting*
Liberty Media	12300 Liberty Boulevard	Delaware	17.6% equity**
Corporation	Englewood, CO 80112	Corporation	

This approximate percentage is calculated based on 2,095,999,003 ordinary shares outstanding on December 31, 2002, and includes ordinary shares owned by (1) Mr. K. Rupert Murdoch, (2) Cruden Investments Pty. Limited, a private Australian investment company owned by Mr. K. Rupert Murdoch, members of his family and various corporations and trusts, the beneficiaries of which include Mr. K. Rupert Murdoch, members of his family and certain charities, and (3) corporations which are controlled by trustees of settlements and trusts set up for the benefit of the Murdoch family, certain charities and other persons. In addition, Mr. K. Rupert Murdoch, Cruden Investments Pty. Limited and such other entities beneficially own 220,076,801 preferred ordinary shares.

Liberty Media Corporation holds only non-voting shares of The News Corporation Limited. Upon consummation of the proposed transaction, Liberty's ownership interest in the News Corporation Limited will be no more than 17.1%.

### The News Corporation Limited Officers and Board of Directors\*

#### Directors:

K. Rupert Murdoch: Chairman

Geoffrey C. Bible

Chase Carey

Peter Chernin

Kenneth E. Cowley

David F. DeVoe

Roderick Eddington

Aatos Erkko

Andrew S. B. Knight

Graham Kraehe

James Murdoch

Lachlan K. Murdoch

Thomas J. Perkins

Stanley Shuman

Arthur M. Siskind

#### Officers:

K. Rupert Murdoch: Chief Executive

Peter Chernin: President & Chief Operating Officer

David F. DeVoe: Senior Executive Vice President and Chief Financial Officer

James Murdoch: Executive Vice President

Lachlan K. Murdoch: Deputy Chief Operating Officer

Arthur M. Siskind: Senior Executive Vice President and Group General Counsel

### **Company Secretaries:**

Keith Brodie Robert Moon Laura O'Leary

<sup>\*</sup> All of the Directors and Officers listed herein can be contacted at the following address: The News Corporation Limited, 1211 Avenue of the Americas, New York, NY 10036-8799.

### Fox Entertainment Group, Inc. Officers and Board of Directors\*

#### Directors:

K. Rupert Murdoch Peter Chernin Lachlan K. Murdoch Christos Cotsakos David F. DeVoe Thomas W. Jones Arthur M. Siskind Peter J. Powers

#### Officers:

K. Rupert Murdoch: Chairman and Chief Executive Officer

Peter Chernin: President and Chief Operating Officer

David F. DeVoe: Senior Executive Vice President, Chief Financial Officer Arthur M. Siskind: Senior Executive Vice President, General Counsel

Mitchell Stern: Executive Vice President David Hill: Executive Vice President

David DeVoe Jr.: Executive Vice President and Deputy Chief Financial Officer

Jan Constantine: Senior Vice President

Lawrence A. Jacobs: Senior Vice President and Secretary

Greg Gelfan: Senior Vice President Gary Ginsberg: Senior Vice President Paul Haggerty: Senior Vice President John Nallen: Senior Vice President Ellen Agress: Senior Vice President

Bonnie Bogin: Vice President, Assistant Secretary

Laura Cook: Vice President

Robert P. Gannon: Vice President, Controller, Assistant Secretary

Peter Giacalone: Vice President, Finance

Randy Kender: Vice President, Assistant Secretary

Paula Wardysnki: Vice President, Treasurer and Assistant Secretary

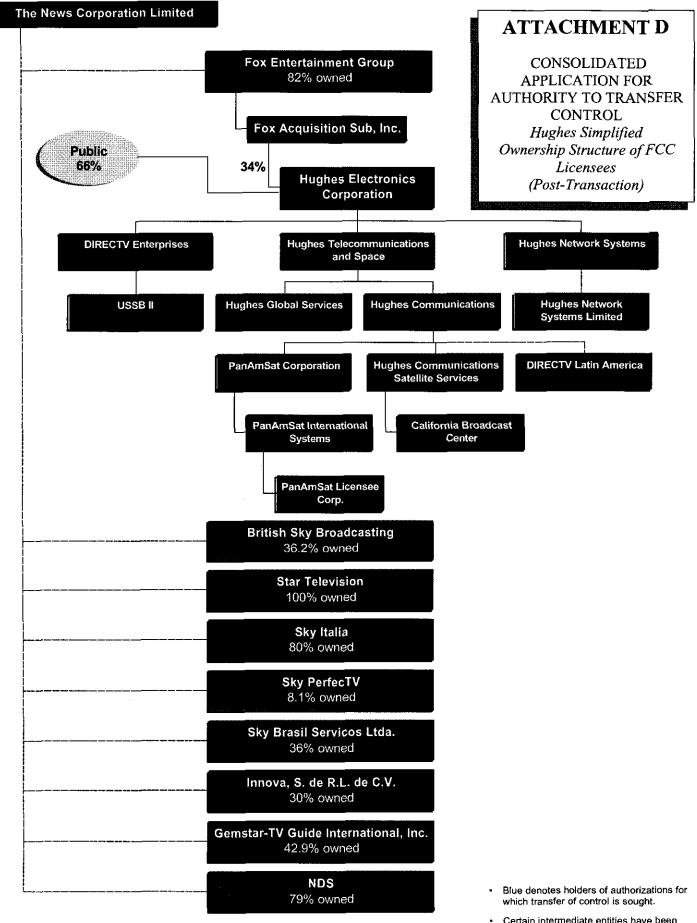
Janet Nova: Vice President, Assistant Secretary

Raymond Parrish: Vice President

Gary Roberts: Vice President, Assistant Secretary Rita Tuzon: Vice President, Assistant Secretary

Rodney Parnther: Assistant Controller Laura O'Leary: Assistant Secretary

<sup>\*</sup> All of the Directors and Officers listed herein can be contacted at the following address: The News Corporation Limited, 1211 Avenue of the Americas, New York, NY 10036-8799.



- Certain intermediate entities have been omitted

### **Hughes Electronics Corporation Principal Ownership List (Post Transaction)**

The following table lists the names, address, and citizenship of stockholders that will own of record and/or vote 10 percent or more of Hughes Electronics Corporation's stock and the percentages they will hold after the proposed transaction is consummated.

PRINCIPAL OW	NERSHIP OF HUGHES BEEC	TRONICS COR	PORATION
OWNERS	ADDRESS	CITIZENSHIP	%
Fox Entertainment	1211 Avenue of the Americas	United States	34% equity
Group, Inc.	New York, NY 10036		and voting*
United States Trust	114 West 47th Street	New York	19.7% voting**
Company of New	New York, NY 10036		
York, as trustee			

The News Corporation Limited will indirectly own 82% of Fox Entertainment Group, Inc. The remaining 18% will be publicly held. For ownership of The News Corporation Limited, see Attachment C.

There are three separate trusts established under certain General Motors Corporation employee benefit plans that currently own GMH shares. Upon consummation of the proposed exchange of GMH shares for Hughes Electronics Corporation common shares, and the subsequent merger of Hughes Electronics (all as described more fully in the narrative) those trusts instead will hold the following approximate percentages of the issued and outstanding Hughes Electronics Corporation common shares: (i) The General Motors Special Hourly Employees Pension Trust---10.2%; (ii) The General Motors Special Salaried Employees Pension Trust---5.8%; and (iii) The Sub-Trust of the General Motors Welfare Benefit Trust---3.7%. The United States Trust Company of New York serves as the independent trustee under each of these trusts, and will have the right to vote the Hughes shares to be held by each trust. Subject to its fiduciary duties as trustee, US Trust will have sole discretion in exercising those voting rights.

## **Hughes Electronics Corporation Board Officers and Board of Directors**\*

### **Directors:**

K. Rupert Murdoch Chase Carey Eddy Hartenstein Peter Chernin Dave Devoe John Thornton\*\* Charles Lee\*\* Neal Austrian\*\* Peter Lund\*\* Jim Cornelius\*\* To be determined\*\*

### Officers:

K. Rupert Murdoch: Chairman

Chase Carey: Chief Executive Officer Eddy Hartenstein: Vice Chairman

<sup>\*</sup> All of the Directors and Officers listed herein can be contacted at the following address: Hughes Electronics Corporation, 200 N. Sepulveda Blvd., P.O. Box 956, El Segundo, CA 90245.

<sup>\*\*</sup> These are independent directors.

# ATTACHMENT E

CONSOLIDATED APPLICATION FOR AUTHORITY TO TRANSFER CONTROL  $Declaration\ of\ Peter\ Giacalone$ 

# Before the FEDERAL COMMUNICATIONS COMMISSION Washington, D.C. 20554

Application of	)
GENERAL MOTORS CORPORATION AND	)
HUGHES ELECTRONICS CORPORATION,	į
Transferors,	)
and	)
THE NEWS CORPORATION LIMITED,	)
Transferee,	)
For Authority to Transfer Control	)

### **DECLARATION OF PETER GIACALONE**

1. My name is Peter Giacalone. I am the Vice President, Finance of The News Corporation Limited ("News Corp." or the "Company"). I have been in this position for the past six years and participate in the financial operations of the Company, including merger and acquisition related activity, and the financial analysis of News Corp.'s direct-to-home satellite broadcast operations ("DTH") affiliates, such as British Sky Broadcasting Group plc ("BSkyB") in the U.K., Sky Italia S.r.l. ("Sky Italia") in Italy, Sky Brasil Servicos Ltda in Brazil and Innova, S. de R.L. de C.V. in Mexico, as well as smaller DTH operations in Colombia, Chile, Australia and New Zealand. In addition, I regularly review the financial performance of Gemstar-TV Guide International, Inc. and NDS Group plc, two other News Corp. affiliates involved in the

business of, among other things, electronic programming guides and conditional access technologies, respectively. In connection with these responsibilities, I evaluate for News Corp., among other things, the financial aspects of investments and acquisitions and the potential these investments and acquisitions have to generate synergies and efficiencies. In addition, when News Corp. management determines that the Company should pursue a potential investment or transaction, I am typically the person responsible for conducting the business/financial due diligence of the target.

2. Since approximately October 2002, I have been directly involved in evaluating the U.S. DTH industry and, since January 2003, in estimating the synergies and efficiencies that will result from the announced transaction (the "Transaction") among General Motors Corporation ("GM"), Hughes Electronics Corporation ("Hughes"), and News Corp.

#### SUMMARY OF SYNERGIES AND EFFICIENCIES ANALYSIS

- 3. The purpose of this declaration is to describe the major categories of synergies and efficiencies that my staff and I identified in the course of evaluating the Transaction. These benefits will stem from a number of sources and include the following: (A) increased operating efficiencies; (B) increased customer satisfaction; and (C) new product development and launch.
- 4. In our analysis, my staff and I relied upon a number of sources of data, including (a) publicly available data concerning Hughes and its subsidiaries; (b) information concerning Hughes and its subsidiaries obtained in the course of due diligence; (c) publicly available and internal performance information concerning News Corp.'s DTH affiliates; and (d) publicly available data concerning DIRECTV's

multichannel video programming distribution ("MVPD") competitors, including EchoStar Communications Corporation ("EchoStar"). We also relied upon our experience in evaluating synergies and efficiencies resulting from prior News Corp. investments in DTH. We will continue to refine our analysis of the synergies and efficiencies as we continue with our planning process.

- 5. Some of the matters discussed in this declaration were developed for a presentation to the board of directors of News Corp. that occurred on April 9, 2003. In addition, other items that were not included in that presentation are described below.
- 6. Based on my experience in evaluating prior acquisitions, the information that I obtained in connection with this transaction, my familiarity with News Corp.'s experiences with other satellite DTH systems, discussions with members of News Corp.'s DTH engineering department and certain assumptions described below, I have concluded that the Transaction should facilitate and accelerate the launch and continued roll-out of a number of innovative programming options at DIRECTV, including interactive television ("ITV") applications, utilization of digital video recorders ("DVRs"), high definition television ("HDTV") programming, and the economical development and introduction of state-of-the-art set-top boxes ("STBs"), including STB configurations (such as wireless) that will make multi-set operations in the home easier to use and more economical. The Transaction should also result in improved customer service as we implement "best practices" in the critical areas of call center/subscriber management, billing and customer retention activities. The combination of these factors should result in a more compelling video product with new features and functionalities, which we expect to enhance the

subscriber's viewing experience and satisfaction level and increase competition in the MVPD marketplace.

- 7. In addition, based on the sources cited above, we estimate that, within three years, the Transaction should result in synergies and efficiencies worth approximately \$610 million to \$765 million per year in cost savings and increased operating earnings, with attendant benefits to consumers of a more cost-efficient competitor in the MVPD market. Significantly, the largest components of these benefits arise as a direct result of the increased subscriber appeal of more innovative products and services, coupled with a better customer relationship that DIRECTV will be able to achieve under the new ownership structure.
- 8. We note that the projections and estimates summarized in paragraphs 6 and 7 and discussed below are necessarily based on incomplete data and are inherently inexact. Moreover, in the course of calculating potential synergies and efficiencies, it was necessary to rely upon the accuracy of data supplied to us and to make certain simplifying assumptions and estimates, which inevitably inject a level of uncertainty into the analysis. Within these constraints, we attempted to calculate synergies and efficiencies likely to result from the Transaction as reasonably as possible. With access to more or better data, we may modify some of our value estimates for particular categories of synergies and efficiencies. We may also identify additional sources of cost savings and efficiencies in fact, we anticipate that we will identify such items after the Transaction is consummated.